

# Only Two Weeks More of the Annual Xmas Special Sale

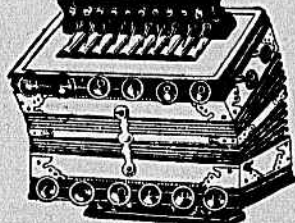
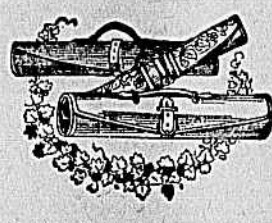
**THE CABLE COMPANY—Our Name is Our Guarantee.**

The arrival of four carloads of Pianos last Thursday enables us to offer even greater inducements for the next two weeks of this great SPECIAL SALE than we did last week. You know when you buy from The Cable Company that you will receive a dollar in value every time you spend the amount.

We have not the space to tell you about the merits of our goods, but you should remember that we carry what experience has proven to be the most satisfactory line of Pianos and Organs in every respect manufactured in the world. This is the secret of our success. Here's what you get this Christmas: Splendid Upright Pianos, of the latest designs and makes, perfect in tonal qualities, noted for durable qualities, superior in material and workmanship and at prices lower, by forty per cent. for the same value furnished, than any other house in Virginia, the South or anywhere else, other than The Cable Company's branches can offer. If this does not convince you then look at the stocks our competitors and then examine ours. We have the goods and can demonstrate what we say to be true.

## PIANOS

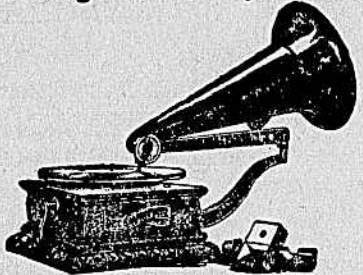
**MASON & HAMLIN,  
CONOVER,  
CABLE,  
KINGSBURY,  
WELLINGTON,  
DEKOVEN.**



**MASON & HAMLIN,  
CHICAGO COTTAGE**

## ORGANS

**Talking Machine Department.**



The Phonograph and Graphophone will furnish you with necessary music for dances. It will furnish satisfactory amusement for any festive gathering you may have. It educates you to appreciate music. Last—it is moderate in price.  
**Columbia Phonographs and Graphophones, Cylinder and Disc Records, \$8.50 to \$65.**  
Charged if you wish it.

**Gold-Moulded Phonograph Records, 25c Each.**  
10,000 new ones. Why pay more?

**OPEN A CHARGE ACCOUNT. YOUR CREDIT IS GOOD HERE.**

### HOLIDAY BARGAINS:

**Christmas Special.**  
Seventy full size UPRIGHT Pianos, new and guaranteed.  
**\$249.00.**

**Terms, \$2 Per Week.**  
You Can't Resist This.

**For \$150.00 CASH.**  
a limited number of elegant UPRIGHT Pianos as a special holiday inducement. Standard makes, fully guaranteed by this company.  
Remember, there's only a limited number.

**\$239.00 Christmas Special.**  
We offer nineteen UPRIGHT Pianos, elegant instruments of national reputation.  
**Terms, \$1.50 Per Week.**

**For \$289.00**  
For this price you can have your selection from one lot of sixteen large size Standard UPRIGHT Pianos—best make.  
**Terms, \$2.00 Per Week.**

**\$600 Value For \$425.00**  
We have in stock at this time twelve elegant CONOVER Pianos, rented a short while, but practically new. These fine Pianos are included in this sale.  
**Don't Overlook Them.**

**BUY TO-DAY. WE'LL HOLD AND DELIVER CHRISTMAS.**

# THE CABLE COMPANY

Mayfield.

**RICHMOND, VIRGINIA.**

MAIL ORDERS RECEIVE PROMPT ATTENTION.

**J. G. CORLEY, Manager.**

**OPEN EVENINGS UNTIL CHRISTMAS**

**24 Used Upright Pianos**  
received in exchange, to be sold for what they will bring.  
**Regular Price \$250 to \$600.**  
**Selling Price \$125 up.**

**20 Square Pianos**  
will be sacrificed. (We need the room they occupy.)  
**\$5.00 to \$100.00**  
will give you your choice.  
**Terms, \$2.00 Per Month.**

**Sheet Music**  
All the latest popular hits.  
**Catalogue of 10c Music.**  
IT'S FREE.

## DR. W. E. HATCHER VISITS HOLLINS

Some Interesting Bits of History Almost Forgotten.

ONCE A SUMMER RESORT

Baptist Minister Named Bradley Transformed It From Health Resort to a School.

(Special to The Times-Dispatch.)

HOLLINS, VA., Dec. 13.—In some respects Hollins Institute is beyond question the most historical and interesting school for young women in Virginia. It would be impossible within the brief limits of a letter to touch the successive stages of its growth. There are, however, several facts that are valuable because of their vital relation to the first days of its making. I dare say that Hollins has thousands of friends that hardly know how it came that it should be hid away in such a sequestered nook in the Roanoke Valley. Nature opened a little sulphur fountain, which for uncounted ages poured out its waters to an unappreciative world. By degrees, however, the people who came to that neighborhood got a helpful taste of its fountain, and found vigor in quaffing its draughts. By degrees the value of its waters came to be understood, and according to the simplicity of the times, a number of rude cabins and cottages were built for the invalids who had already begun to resort thither in steadily increasing numbers.

In the course of time a Baptist minister, from one of the Northern States, by the name of Bradley, settled in that part of Virginia with a fair dream of promoting the educational and religious standards of the Virginia people. In a moment of enthusiasm he purchased the spring and transformed it from a health resort to a school—at first a school for both sexes. From all accounts, Mr. Bradley was a large-hearted, though possibly not quite a level-headed leader. It was an extraordinary surprise which fell to him when on some summer school for the first session, he found himself fairly overrun with ninety students. This seems even to our day, almost incredible when we remember that he was a stranger, that the ways of travel and advertising were few, and that the demand for education in those times was not so eager as it is in many quarters now. It was truly an inspiring beginning a golden dawn, and yet the session brought troubles which broke the heart of Mr. Bradley. The students were mutinous and factory and the teachers were out of harmony with the principal. The sequel quick following was that Mr. Brad-

ley decided that his mission was not to improve the Virginians, nor to run a school, and he gathered his belongings and fled himself speedily away.

But the school remained. It neither went nor died. At this point there is a rude of unwritten history. It is known that the school went on for several years with flickering hopes and sinking fortunes. The surprise of things is that a young man like Charles L. Cooke, a professor and officer in Richmond College, could have entertained the proposition to identify himself with an enterprise so crude, so uncertain and so unpromising. But he was a man of that sort. It was the difficulty of the situation that fascinated him. In the exigencies of the hour he read a summons and in a private conveyance, after days of travel, crossed the Blue Ridge and drove into the neglected grounds of Hotetourt Springs, as the place was called in the summer of 1840. He brought with him the nerve of a vast, constructed purpose, linked fate and fortune with the school, and he tugged with dogged and indomitable energy at his task for largely over a half a century. The net result is Hollins Institute.

Not one sign remains of what was here the day Charles L. Cooke arrived, except the spring and the grounds, and even they have been so subjected to the ruthless and yet valuable treatment of the architect, that they retain very little of their former selves.

A lover of enterprise would naturally like to know what Charles L. Cooke did. For one thing he never got rid of the old and the rude, until it became inadequate, and he could replace it with something better. Now, to the visitor driving into the campus, the general effect of the view is that of three sides of a hollow square. These buildings are three stories in height, with a long sweep of galleries,

presenting a most imposing aspect, and finishing the rarest opportunities for recreation and exercise in times of rugged weather. Within this array of buildings are found ample room for administration purposes, comfortable apartments for teachers, dormitories for students, halls, chapel, dining room and in short, about every convenience necessary to the comfort and effectiveness of a great school. In addition to these buildings it ought to be added that the art building and several cottages are built outside of this square, having elevated and attractive locations. As Dr. Cooke has but recently closed his earthly career, it is but just to say that Hollins to-day is what he made it.

A word or two as to the structural life of the school as it now exists, ought to be of interest to every admirer of thrift and success, as well as to all lovers of education. It ought to be understood that Dr. Cooke was Hollins. He was its head, its heart, its hands and its feet. He did its thinking, carried its burdens, did its work for years, even in its details, and was the force at home and abroad for attracting patronage. The result for himself was that he grew a man of many sides; he had to do with every phase of the whole business, and while the enterprise became more complex, and rose to greater proportions in every detail, requiring organization and subordination, he was the Macna Pater, and from the very force of habit spread his personality into every department of the institution's life. Had he been defective in one essential part, it is easy to see that the school would have inevitably collapsed when he died. The dropping of the keystone must have been the wreck of the arch. Perhaps his finest constructive quality was the power of so clearly outlining the different departments of work, that when he retired, the manifest thing to be done was to make it a departmental school with one supreme head. For this purpose he had gathered about him material, beneath his master's hand, and trained to the highest efficiency of the specialist. To-day Hollins Institute is a piece of machinery—runs like a clock; every wheel has its place, and stays in it and does its part, and works with the other wheels—and the principle of co-operation finds one of its completest and most triumphant fulfillments in the present administration of the school.

Miss Matty L. Cooke, a lady who inherited many of the highest qualities of her father, is the presiding force in the school, and while quiet and self-possessed, does her work pre-eminently well. In her distinguished brother, Lucius H. Cooke, the president, she has a most capable and able counselor, and in all the perplexing problems which mark the life of the school, his best thought and faithful counsel are always at command. Mr. Joseph A. Turner, as if predestined for that purpose is in charge of the business side of the school, is a master of detail, clear-headed, resolute, full of endurance and does his work in such a way that the other departments have little need to know anything about it, except when his reports come in. Professor Frank W. Duke in addition to his professional work is treasurer and his institute is exceedingly fortunate in having a man who is a financier by instinct, as well as by experience, and so nobody bothers about the money question except Duke, and his reports are always as clear and straight as a sundial. Dr. A. T. L. Kusan, the veteran professor of modern

languages, is the secretary of the faculty, and keeps the books like the master that he is. It need hardly be added that these several officers have their assistants, and these are chosen, not as a matter of charity or paternalism, but for efficiency. In the running of the school, business is of a high and honorable sort—but real business, is the chief end. It might be said in a word that all the great qualities that were combined in Dr. Cooke have been distributed in the present administration with the notable advantage that his influence and example still remain, and that each department has its own chief at his best and for all his time. Of course, the situation as it now is, was gradually coming for long years before Professor Cooke died.

The actual teaching force in Hollins is thirty, and it adds greatly to the character of the faculty to say that with two exceptions all the attention and all the time of these teachers is devoted to their work. The best in their lives belongs to the school. This is most desirable. It has been long understood that the catchpenny method of picking up people busy in other things to teach in schools, is a puerile device. There is a look of permanence and stability and patience about Hollins which inspires respect.

This school puts on no airs as a university, nor would it think of donning the name of a college. It gives no higher degree than the A. B., and what that degree means will be readily understood when it is stated that out of 251 students in the school last year only four young women received an A. B. The two teachers who do not give all their time to teaching are Rev. Dr. George Braxton Taylor, who teaches the English Bible, and is also resident chaplain, and Dr. G. W. Drake, who teaches physiology, and is also the efficient and beloved physician of the school.

Of course, changes in faculties in this world of change are inevitable, yet no school ever was great, or can be great, that discounts the personality of teachers. Hollins evidently selects its teachers with a view to permanency, and avoids that constant shifting suggested by fancy, whimsy, or by change of policy. Justice constrains also, the statement that the catalogue indicates a wholesome standard prevailing in the faculty in the fact that they represent the University of Virginia in several cases, the Columbia University, the University of Chicago, the Music Conservatory, and the University of Pennsylvania. Many have taken special courses in schools in this and other countries. Hollins is not all that its friends desire that it should be, and not all that they are seeking to make it. Its A. B. carries in the educational world a guarantee of efficiency which goes far with the public. It would be far from correct to imagine that Hollins needs help in the matter of patronage. It has at present a number of boarders, and declined, for lack of room, to receive 50 applicants last summer.

I beg to say that among the names long and favorably associated with the school is the name of Professor William H. Pleasant, who still discharges, with all the efficiency that combined scholarship and experience gives, his duties as professor of Latin. In his duties, Miss Mary M. Pleasant is his accomplished assistant.

Mr. F. A. Cummings, a South Carolinian, but an A. B. of Columbia University.

It will be pleasant news to thousands of friends to know that Mrs. S. V. Cooke, widow of the late Dr. Charles L. Cooke, is enjoying the best of health and spending her days in quiet and peace—in the midst of her children to the third generation. Truly an ideal home and an honor to the womanhood of Virginia.

W. E. HATCHER.

**HEAVY TOBACCO SALES.**  
Southern Enlarges Its Depot at Meherrin—Lunenburg Court.

(Special to The Times-Dispatch.)  
MEHERRIN, VA., Dec. 14.—The tobacco sales have broken all records here in the past week. The warehouse has been over full each sale day, and a portion of the week has been kept over from one day to another in order that the farmers could dispose of it.

The prices have not risen unusually well, and every farmer that has offered any for sale has been well pleased with the prices secured. Both bright and dark are being offered, and the prices have gone up as high as thirty dollars this week. If the weather continues favorable in the next few days it is quite evident that many thousand pounds will be offered.

A large force of hands are here this week repairing and enlarging the Southern depot. Many new changes will take place, and the building will be made an up-to-date one in order to accommodate the increased patronage.

The last term of court to be held in this county this year was held this week. Only a few cases remained to be decided by Judge Barksdale, and the term only lasted two days.

The Lunenburg Telephone Company will soon have its lines in operation to Blackstone. The poles have all been put up to this point, but several of them were refused because they did not meet the specifications, and as soon as this matter is properly adjusted the line will be completed.

**TO GIVE PIANO RECITAL AT THE HIGH SCHOOL**

Miss Bella Johnson, one of the most accomplished pianists of Richmond, will give a recital at the High School Friday morning. Mrs. Quigon, who completely captivated the boys and girls with her song recital some weeks ago, was to have given another on Friday, but on account of sickness in her family she will not appear until some time in January, and Miss Johnson, who had consented to give a recital later in the season, very courteously agreed to take the place in stead. There is a rich treat in store for the school to-morrow.

C. Ralph Ludwig, Halleulah Billy, who thinks that there is money in salvation and salvation in money, Hascolim Rowlett.

Mrs. Robie, mother of "Triss," Merton Rosenbaum, Susie Smith, all looks and learning, Clara Evans, Miss Penelope Prim, with the accent on the miss, Merton Rosenbaum, "Triss," the angel of Elder Canyon, Henry Staples, Miners, cowboys, etc.

The play is for the benefit of the Red-treat for the Sick.

**Statue of Dr. Davis Unveiled.**

(By Associated Press.)

BIRMINGHAM, ALA., Dec. 14.—The feature of to-day's programme of the annual convention of the Southern Surgical and Gynecological Association was the unveiling of a bronze statue at Capital Park of the late Dr. W. E. B. Davis, founder of the association. The statue was presented to the city of Birmingham and the State of Alabama by the association. Dr. C. M. Rosser, of Dallas, Texas, made the presentation speech. The statue was accepted for the city by Alderman John C. Stony, and for the State by Acting Governor R. T. Cunningham.

**Seaboard Pays Big Tax Bill.**

(By Associated Press.)

JACKSONVILLE, FLA., Dec. 14.—A settlement has just been completed at Tallahassee between the Seaboard Air Line Railway and the State officials for back taxes claimed by the State for the years 1870, 1880 and 1891, the amount being \$56,181. The case has been pending since 1892, and has been disposed of by the payment of the entire amount claimed.

## FISHBURN PREVENTS A JAIL DELIVERY

Slayer of Dr. Lefew Stops Colored Girl From Escaping From Prison.

(Special to The Times-Dispatch.)  
ROANOKE, VA., Dec. 14.—Charles H. Fishburn and his guard, R. D. McCutcheon, prevented a colored girl from escaping from jail this morning. The door to the cell department had been left open, and the girl ran into the residence portion and attempted to get out of a window of the room adjoining that occupied by Fishburn.

They heard her enter the room and caught her just as she was getting out the window.

**Attended Dr. Winston's Funeral.**

(Special to The Times-Dispatch.)  
HANOVER, C. H., VA., Dec. 14.—General Thomas L. Rosser and wife, who have been here to attend the funeral of Dr. E. L. Winston, left on the 2:30 P. M. train for "Rugby" Hall.

Mrs. Rosser is a sister of Dr. Winston. Mr. W. O. Winston, who has been by the bedside of Dr. B. L. Winston, his brother, for the last three weeks, left on the 2:30 P. M. Chesapeake and Ohio train for his place of business, Minneapolis, Minn., where he is a large railroad contractor.

## Christmas Presents.

Just to make this week especially attractive to our customers and the general public, we are going to offer for one week the following articles at "never-before" prices:

Triple-Plate Silver Service, four pieces, main finish, with fine etching, for \$4.75.  
Half Dozen Sterling Silver Tea Spoons, heavy weight, in case, for \$3.00.  
Cut Glass Berry Bowl, elegant cutting, 8 inches in diameter, for \$1.50.  
Large Chop Dish, with twelve plates, Haviland china, handsomely decorated, for \$4.00.

Our immense stock of Bric-a-Brac, Metal Goods, Cut-Glass, etc., is the handsomest that has ever been brought to Richmond.  
We invite your inspection.

**The E. B. Taylor Co.,**  
The Housekeepers' Friend,  
1011 E. Main St. . 9 E. Broad St.